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CITY OF NORTHAMPTON MASSACHUSETTS

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LETTER OF CLARIFICATION REQUEST FOR PROPOSALS

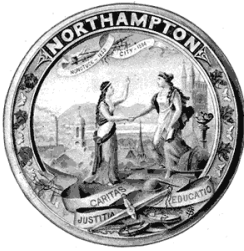
Municipal Broadband Market Study and Feasibility Study

As per the City's RFP all clarifications and interpretations to this Solicitation will be in writing and identified as a Letter of Clarification. Verbal communications and other written documents intended to clarify and interpret will not legally bind the City of Northampton. Only information supplied by this letter and posted to the City of Northampton website should be used in preparing Proposal responses. Any Letter of Clarification will be posted on the City of Northampton website (<https://northamptonma.gov/Bids.aspx?CatID=17>) as soon as they are available.

City of Northampton does not assume responsibility for the receipt of any Letters of Clarification by Proposer(s). Proposers should periodically check the website for updates.

As of Tuesday, February 25, 2020, we have received the following questions:

1. What GIS platform will be utilized?
2. Is any information currently held in a GIS platform?
3. What do you currently have as far as infrastructure maps?
4. Does the City plan to utilize the same contractor to perform the work required in both Phase I and Phase II or is it possible for separate contractors to be awarded Phases I and II?
5. There did not appear to be a timeline included with the RFP. Does the City have a timeline for each of the Phases?
6. Does the City intend to allow for adjustments to Phase II tasks, timeline and potentially costs, dependent on the findings of Phase I tasks that may impact anticipated Phase II tasks?
7. Does the City have a budget or not-to-exceed amount for each of the Phases?
8. Does the City currently utilize ArcGIS PRO or ArcGIS (desktop)?
9. In the approach section, GIS Mapping is mentioned. Does the City see other deliverables being contained in the GIS, potentially as attachments, or displayed spatially with details in fields?
10. What is the estimated cost of the Municipal Broadband Study project?
11. Has the Department allocated funding for the Municipal Broadband Study yet? If so, through which source (budget, CIP, state/federal grant, etc.)?

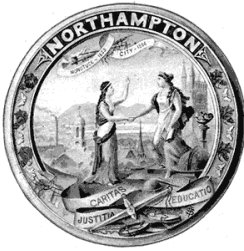


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12. Has the Department determined an estimated cost, or funding source, for the subsequent Municipal Broadband Network? If so, can you please share?
13. Which vendor provides the incumbent Municipal Broadband Network?
14. Would it be possible to name the three greatest challenges the Department is having with their current Municipal Broadband Network solution?
15. Who is the internal technical contact and/or project manager for the Municipal Broadband Study effort, and what is their contact information?
16. How soon must the Consultant complete their work?
17. Does the Department have a desired timeline for the Municipal Broadband Network to be procured or implemented?

See below for the answers the City has at this point, this is the only official response to each and every question submitted:

1. The City of Northampton maintains the mapping data in an ESRI's ArcGIS Server platform, version 10.7.1. We are transitioning our Desktop applications to 10.7
2. The City keeps limited GIS data related to telecommunications in general. The City does not keep track of private utilities infrastructure. We can provide assessor parcel data (polygon data: ~9,500 lots and ~11,500 parcels) with attributes (e.g., property address, state class code). Additionally, there is right-of-way (ROW) data in the parcel data, but public ROW's would have to be confirmed by DPW and/or City Clerk. We have utility pole data from planimetrics (based off of 2014 orthophotos).
3. As far as infrastructure maps, the City maintains assets owned by the City.
4. The City prefers to utilize the same contractor to perform the work required in both Phase I and Phase II. The City's approach is to execute and develop a Market Analysis, and if applicable pending preceding findings as well as with City input and approval a Comprehensive Feasibility Analysis.
5. The City expects the selected contractor to be able to start Phase 1 immediately. The specifics of a timeline will be discussed with the selected contractor during the negotiations phase, as per Section 4.2.
6. As per Section 2.4.ii, the selected contractor will work with City guidance and with City input and approval, to assess and determine the feasibility of business models. That said, the minimum requirements established in Sections 2.5 and 2.6 must be fulfilled. If proposer considers the potential impact of costs and timelines because of Phase 1 results, it must include such potential adjustments as part of the proposal.
7. The City has a not-to-exceed budget for each phase as follows:
 - a. Phase 1: \$30,000
 - b. Phase 2: \$40,000



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8. The City currently uses ArcGIS Desktop and ArcGIS Online.
9. The City expects the selected contractor to provide results utilizing GIS mapping as much as possible. Refer to Section 2.6 for specifics on GIS integration and Section 2.6.D and 2.6.E for relevant data points that the City is interested on. File geodatabase structure including details on features to be mapped, provided as a data dictionary (feature names, definition, domain values). The City and the selected contractor will develop a final database design into which attributes will be placed, following the guidelines from City staff to be discussed during the negotiations phase. The contractor should also come up with a series of map projects to show their analysis. The City uses the Massachusetts State Plane Coordinate System, Mainland Zone, Fipszone 2001, in metric
 - a. Horizontal datum: NAD1983 (2011 update)
 - b. Vertical datum: NAVD1988
10. The City is requesting the proposers to submit detailed costs for each phase, based on its own methodology and capacity. See Section 3.9
11. The City has allocated funding through Capital Improvements Program. The funding for Phase 1 has already been approved and Phase funding for Phase 2 is pending approval.
12. The City has not determined an estimated cost, or funding source, for the subsequent Municipal Broadband Network. If applicable, that will be a future decision based on the data provided by the Municipal Gigabit Broadband Study.
13. At this point, the City doesn't have a Municipal Broadband Network.
14. N/A. See answer to question 13.
15. The technical contact and project manager for the Municipal Broadband Study effort is Antonio Pagan, Chief Information Officer for the City of Northampton.
16. The City expects the selected contractor to be able to start Phase 1 immediately. The specifics of a timeline will be discussed with the selected contractor during the negotiations phase, as per Section 4.2.
17. No.